

CHUKA



UNIVERSITY

UNIVERSITY EXAMINATIONS

**EXAMINATION FOR THE AWARD OF DEGREE OF BACHELOR
OF PROCUREMENT AND LOGISTICS MANAGEMENT**

BPLM 313: PROCUREMENT MANAGEMENT

STREAMS: BPLM

TIME: 2 HOURS

DAY/DATE: FRIDAY 09/7/2021

2.30 A.M. – 4.30 P.M.

INSTRUCTIONS: Answer question ONE and any other TWO

- Q1. (i) Discuss how the objectives of public procurement may be used for economic growth of a country [10 marks]
- (ii) Discuss the importance of supplier appraisal and indicate areas upon which supplies may be appraised [10 marks]
- (iii) Clearly discuss the process of open tendering [10 marks]
- Q2. Discuss the two main approach of negotiation and their respective characteristics [10 marks]
- Q3. (i) Discuss the application of the following incoterms
- (a) FOB [5 marks]
- (b) DDU [5 marks]
- (ii) Discuss the main role of a contract administrator while managing procurement contract [10 marks]
- Q4. (i) As a procurement specialist advice an organization on advantages of global procurement [10 marks]
- (ii) Discuss tools that can be used to conduct price analysis [10 marks]